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# ANSWER IT

A MONTHLY PUBLICATION BY THE ANSWER SOLUTIONS DEVELOPMENT CENTER

***It's nearing the end of the Fiscal Year – how can we help you?***

*ANSWER SDC Staff*

**Do you need classes on PBSOWs?** For training in crafting Performance Based Statements of Work – just contact Sherrie Householder (858.537.2210) to register in any one of the many nationwide Solutions Edu classes.

**Do you require some one-on-one advice on constructing specific Performance Based SOWs?** For assistance in this regard and to work one-on-one with experts in the field just contact Lyle Hull (858.537.2204) who will coordinate this interface for you.

**Do you have a potential client who could benefit from a marketing document that zeros in on the special value-adds of the FTS CSCs?** To receive a customized Client Guide to the “Best of FTS” just contact Jill Schillinger (858.530.3177).

**Do you need customized marketing materials or built-to-suit marketing packages?** B.J. Thigpen (858.530.3181) can forward packages to you usually with a one-day turnaround.

**Do you have task order questions that require answers in a timely, responsive, and personalized manner?** Mimi Bruce (510.637.3890) directs this call center service and provides expert advice and insights to your project concerns.

**Do you have a specialized acquisition that needs support?** To get a new procurement off the ground, simply contact Armando Santos (510.637.3875) for specifics.

***SBA pays tribute to ANSWER Partners in celebration of National Small Business Week***

*Ann Gladys*

As a part of the SBA's tribute to small businesses, Ann Gladys and Sherrie Householder were invited to present awards to the two small business industry partners of the ANSWER Contract. The Prime Contractor Small Business of the Year Awards went to ISS and ITS in a formal ceremony conducted in San Diego at the Town and Country Convention Center on May 24<sup>th</sup>. This event marked the culmination of National Small Business Week. Present to receive the award for ISS were Program Manager, Larry Nolen and Business Development Manager, Mark Morein. Accepting the award for ITS were President, Bruce Crothers; Program Managers, Paul Egermeier and Tony Cherot; Regional Vice President, Mark Cardenas, and Group Manager Cynthia Comito.

***ANSWER Tech Refresh II moves forward***

*Mimi Bruce*

Mimi Bruce and Paul Martin have completed the analysis and justification package to support the addition of 19 new skill levels to the ANSWER Contract. The document supports the addition of the new skill levels as a natural evolution of technological change as invoked through the Technology Refreshment Clause, H.17, whereby the Government has a right to make those changes required to improve performance or to react to changes in technology. The following five areas and associated skill levels were proposed for inclusion into the ANSWER Contracts:

## ***New DSL<sup>1</sup> Contract Comparison Matrix available***

***Mimi Bruce***

In December of 2000 the ANSWER SDC awarded DSL<sup>1</sup>. At the suggestion of the R5 ARA for FTS, Bill Griessel, and with the concurrence of others at the Network Director's meeting in Baltimore in March, a suggestion was made to develop a DSL contract matrix similar to the matrix developed for the MA/IDIQ contracts on the Information Technology side of the house. Mimi has now received information from Michael Fischetti, Contracting Officer for WITs 2001 as well as Mary Kenney, Program Manager for Cinema.

## ***Fed Learn and ANSWER SDC partner***

***Sheila Leonard***

Teaming with Fed Learn to support the Office of the Chief People Officer, Sheila Leonard awarded on April 18, 2001, GSA's On-Line University (OLU) acquisition for 3 years at a total value of \$4 Million to VCampus Corporation, a small business in Reston, VA. On-line university training received Presidential focus in 1999 via Presidential Executive Order 13111. This Order asked Federal agency heads to promote using technology to make learning affordable, accessible, and tailored to the American workers' needs by collaborating with business and academia to develop new models for training Federal workers. Directly following the award, Sheila coordinated with Fed Learn a postaward/project start videoconference to facilitate a smooth transition for all parties.

Section 508, Supply Chain Management, Telecommunications, Business Continuity Planning, and Higher End Scientific Specialists. The justification provides a basis for the expanded coverage in each of the proposed areas with an explanation as to why the proposed skill levels meet current and future needs of GSA clients. In addition, a detailed supporting matrix was developed fully describing each of the 19 skill levels. Each skill level was referenced back to Section C thereby justifying the inclusion of each skill level into ANSWER's comprehensive scope. The process is currently in the pricing stage and we expect to issue the contract modification in mid-June. In support of efforts to fully share the specifics of the tech refresh, we are in the process of setting a schedule for nationwide teleconferences and briefings.

## ***Connections Request for Information released***

***Paul Martin***

In support of FTS Network Services, the ANSWER SDC released an RFI on 4/27 for a new contract, Connections. The RFI is requesting industry sources to assist in the development of the Statement of Work for telecommunication equipment and support services. Connections contract is envisioned to be a Multiple Award, Indefinite Delivery, Indefinite Quantity contract that will also provide for nationwide as well as localized pricing of telecommunication equipment and services. Small business contractors will have the option to bid for either a national, regional or localized contract to best meet client needs.

## ***ANSWER Program Manager addresses Cal State University Commencement***

***Sherrie Householder***

On May 25<sup>th</sup>, Dave Blottie, Vice President and Program Manager for SAIC's ANSWER Contract presented the commencement address to the College of Engineering and Computer Science at California State University, Sacramento. Dave's presentation, "Cresting The Wave Of An Engineering Career", underscored the importance of ongoing education via guidance and support. Dave further compared the process of entering the engineering field from college graduation, to cresting a wave in a sea kayak for the first time. Despite having a competent craft and being well trained, there is an anxiety to facing the first wave due to the lack of direct experience. Having an experienced person lead you by a stroke or two enhances the comfort of cresting a wave with a kayak. Similarly, having an experienced engineer guide the graduate into their career enhances the comfort of the transition that the new professional will experience.

## **June Events**

Date: 6/4-8  
Location: Washington, DC  
Event: Solutions Edu, PBSOWs

Date: 6/7  
Location: Washington, DC  
Event: DSL<sup>1</sup> Board Meeting

Date: 6/11-15  
Location: Denver  
Event: Solutions Edu, PBSOWs

Date: 6/12  
Location: Kansas City  
Event: Region 6 RPM

Date: 6/13  
Location: Chicago  
Event: Region 5 RPM

Date: 6/14  
Location: Bremerton  
Event: Region 10 RPM

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